

# Bajaj Auto

Refer to important disclosures at the end of this report

## Muted quarter; maintain HOLD on full valuation

<b>CMP</b>	<b>Target Price</b>
Rs 2,974 as of (5/19/2017)	Rs 2,900 (▲) 12 months
<b>Rating</b>	<b>Upside</b>
HOLD (■)	(2.5) %

### Result highlights

- Bajaj Auto operating performance was tad below our and consensus estimates as EBITDA margins came 18.5% were below our consensus estimates of 19.2%/19.8% respectively. BSIII discount cost was Rs 160mn during the quarter.
- Management guided for a double digit growth in exports for FY18 despite Nigeria showing a negative growth for FY18, as other countries are showing good growth. Margins are expected to see 90-100 bps decline in FY18 as cost pressure remains high.
- We maintain our estimates, as we build in higher export growth but adjust for margin decline in FY18. We build in FY18/FY19 OPM of 19.6%/19.8% respectively v/s our prior estimate of 20%/19.7%.
- With better visibility on exports we upgrade our multiple to 17x (earlier 16x) and accordingly revised our TP to Rs 2,900 (from earlier Rs 2,750). However we retain our HOLD given the sharp run up recently and full valuations.

### Management guidance

- EBITDA margins below our estimates:** BJAUT's revenues were ahead of our estimates at Rs 48.9bn, down 9% YoY. While domestic realisation increased +11% QoQ on a better product mix, the average export realisation were down -10% YoY and -4% QoQ. Realizations were booked at Rs 67.3/US\$ vs. Rs 67.7/US\$ in Q3 and Rs 67.1/US\$ in 2QFY17. EBITDA margin for the quarter stood at 18.5%, down -300bps YoY. On a QoQ basis, margins declined -210bps due to higher RM cost and other expenses. Other expenses include Rs 160mn towards BSIII vehicle discounts and Rs740 mn towards CSR contributions. Adj, PAT came in at Rs 8.0bn backed by lower tax outgo.
- On margins, management guided for a 90-100bps negative impact in FY18 as cost pressures continue to remain high. Company had taken a price increase of Rs 500/vehicle in motorcycles in Q4. In Q1 no price hikes has been taken and it is expected to hike prices soon. On export front management is optimistic to achieve a double digit volume growth in FY18 despite Nigeria in negative territory. (Concall highlights on Pg no. 3)
- Maintain Estimates; HOLD:** We largely maintain our estimates as we build in higher export volumes but adjust for lower EBITDA margins as per the company guidance. We build in FY18FY19 OPM of 19.6%/19.8% respectively as against our prior estimate of 20%/19.7%. We raise our multiple to 17x (16x earlier) similar to HMCL as visibility in exports improve. However given the recent run up in the stock, we retain our HOLD rating on Bajaj Auto with a TP of Rs2900. The stock is currently trading at 20x/17.2x FY18/FY19E EPS.

### Financial Snapshot (Standalone)

(Rs mn)	FY15	FY16	FY17	FY18E	FY19E
Revenue	2,16,120	2,25,865	2,17,667	2,57,223	2,98,591
EBITDA	41,668	47,819	44,224	50,517	58,978
EBITDA Margin (%)	19.3	21.2	20.3	19.6	19.8
APAT	31,946	39,297	38,276	42,952	49,897
EPS (Rs)	106.5	135.8	132.3	148.4	172.4
EPS (% chg)	(5.9)	27.6	(2.6)	12.2	16.2
ROE (%)	30.3	34.2	29.2	29.0	29.5
P/E (x)	27.9	21.9	22.5	20.0	17.2
EV/EBITDA (x)	18.6	16.1	16.6	14.1	11.8
P/BV (x)	8.0	7.0	6.2	5.5	4.7

Source: Company, Emkay Research

### Change in Estimates

EPS Chg FY18E/FY19E (%)	(1.7)/0.1
Target Price change (%)	5
Target Period (Months)	12
Previous Reco	HOLD

### Emkay vs Consensus

	EPS Estimates	
	FY18E	FY19E
Emkay	148.4	172.4
Consensus	153.1	173.8
Mean Consensus TP (12M)	Rs 2,964	

### Stock Details

Bloomberg Code	BJAUT IN
Face Value (Rs)	10
Shares outstanding (mn)	289
52 Week H/L	3,122 / 2,364
M Cap (Rs bn/USD bn)	861 / 13.27
Daily Avg Volume (nos.)	2,91,906
Daily Avg Turnover (US\$ mn)	12.9

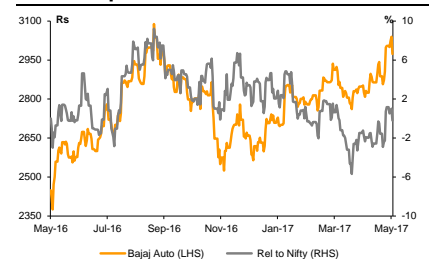
### Shareholding Pattern Mar '17

Promoters	49.3%
FIIIs	17.4%
DIIIs	7.7%
Public and Others	25.6%

### Price Performance

(%)	1M	3M	6M	12M
<b>Absolute</b>	5	7	15	21
<b>Rel. to Nifty</b>	1	-	(1)	2

### Relative price chart



Source: Bloomberg

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**Exhibit 1: Actual vs Estimate**

(Rs mn)	Actual	Estimate		% Variation		Comment
		Emkay	Consensus	Emkay	Consensus	
Total Revenue	48,973	46,754	48,389	4.7	1.2	Net realizations grew 4.5% YoY
EBITDA	9,060	8,977	9,727	0.9	(6.9)	Lower gross margins and increase in the other expenses impacted the EBITDA
EBITDA Margin (%)	18.5	19.2	19.8	-70 bps	-131 bps	EBITDA margin were below our and consensus estimates
Reported Net profit	8,018	8,011	8,440	0.1	(5.0)	Adj. PAT were in-line with our estimates

Source: Emkay Research, Company

**Exhibit 2: Quarterly Financial Summary**

Rs mn	Q4FY16	Q3FY17	Q4FY17	YoY (%)	QoQ (%)	FY17	FY16	YoY (%)
Revenue	53,595	50,669	48,973	(8.6)	(3.3)	2,17,667	2,25,865	(3.6)
Expenditure	42,061	40,230	39,913	(5.1)	(0.8)	1,73,443	1,78,046	(2.6)
as % of sales	78.5	79.4	81.5			79.7	78.8	
Consumption of RM	35,333	33,841	33,203	(6.0)	(1.9)	1,46,242	1,50,569	(2.9)
as % of sales	65.9	66.8	67.8			67.2	66.7	
Employee Cost	2,024	2,427	2,273	12.3	(6.3)	9,971	9,171	8.7
as % of sales	3.8	4.8	4.6			4.6	4.1	
Other expenditure	4,705	3,962	4,438	(5.7)	12.0	17,231	18,306	(5.9)
as % of sales	8.8	7.8	9.1			7.9	8.1	
EBITDA	11,534	10,439	9,060	(21.4)	(13.2)	44,224	47,820	(7.5)
Depreciation	761	772	757	(0.5)	(1.9)	3,073	3,072	0.0
EBIT	10,773	9,667	8,303	(22.9)	(14.1)	41,151	44,748	(8.0)
Other Income	2,569	3,193	2,936	14.3	(8.0)	12,220	10,736	13.8
Interest	4	3	2	(38.5)	(7.7)	14	11	33.3
PBT	13,338	12,858	11,236	(15.8)	(12.6)	53,356	55,473	(3.8)
Total Tax	3,844	3,612	3,218	(16.3)	(10.9)	15,081	16,177	(6.8)
Adjusted PAT after MI	9,493	9,246	8,018	(15.5)	(13.3)	38,276	39,297	(2.6)
Extra ordinary items Loss/(Gain)	0	0	0			0	0	
Reported PAT	9,493	9,246	8,018	(15.5)	(13.3)	38,276	39,297	(2.6)
Adjusted EPS	32.8	32.0	27.7	(15.5)	(13.3)	132.3	135.8	(2.6)

Margins (%)				(bps)	(bps)			(bps)
EBIDTA	21.5	20.6	18.5	(302)	(210)	20.3	21.2	(85)
EBIT	20.1	19.1	17.0	(315)	(213)	18.9	19.8	(91)
EBT	24.9	25.4	22.9	(194)	(243)	24.5	24.6	(5)
PAT	17.7	18.2	16.4	(134)	(188)	17.6	17.4	19
Effective Tax rate	28.8	28.1	28.6	(18)	55	28.3	29.2	(90)

Source: Company, Emkay Research

## Earnings call highlights

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- Expect export market to recover with double digit growth in FY18 as Latin America, Bangladesh and Egypt are showing signs of recovery. While Nigeria continues to remain in negative zone with monthly run rate of ~20,000pm. Current run rate for export market to has reached 150k in April , management believe if it can clock 425-450k export for Q1FY18 it would be a good sign.
- Company has no plans to enter the scooter segment and has denied any developments with related to the same.
- The tax-exempt Pantnagar plant accounts for ~25% of domestic sales. The benefit of which is set to expire on March '17. This coupled with higher R&D tax, it will likely result in higher taxes in the range of 29-30% for the next two years. Pantnagar plant may not have much of an impact on EBITDA front.
- BJAUT has not taken any price increase in Q1FY18 till date and only taken Rs 500/vehicle price increase in Q4FY17. Management expects to see some price increase in some weeks as cost pressures remain high.
- BJAUT expects on a steady state basis Dominor to clock 7k nits including exports.
- In 3Ws the growth can come through cargo vehicles which could clock 6000 vehicles per quarter from current level of ~3000 per quarter. Overall 40000 permits is expected from Maharashtra and Delhi.
- Company has no new product launch till Diwali.
- Spare part revenue for FY17 stood at Rs2.7 bn vs Rs2.5 bn in FY16.

## Valuation and Recommendation

- Motorcycle market share has improved with key launches:** With new launches like V15 and Pulsar refreshes, a good initial response to the *Avenger*, BAL has gained some market share in the domestic segment. In FY17 the company gained 30 bps market share in motorcycles in the domestic segment.
- Export market situation improves:** Bajaj's exports pain is likely to reduce with management guiding for double digit growth Nigeria is yet to witness a market recovery. Latin America, Egypt, Bangladesh and South East Asia are seeing recovery and the momentum is likely to continue.
- Multi-pronged strategy in commercial (3w) segment:** In the permit based markets (small 3w) the mgmt. expects to retain its strong ~90% market driven by significant upgrade in product offering. In the non-permit markets (big 3w) the company plans to go on the offensive mode in a bid to gain market share. Re-entry in the goods carrier segment would also aid in volume growth in the 3W segment. While the company awaits final approval from SC on the Quadricycle launch in the domestic market, it sees multiple avenues for the category for use as an intra-city vehicle and in exports.
- Estimates maintained:** We largely maintain our estimates as we build in higher export volumes but adjust for lower EBITDA margins as per the company guidance. We build in FY18/FY19 OPM of 19.6%/19.8% respectively v/s our prior estimate of 20%/19.7%.
- Maintain HOLD on full valuations:** We raise our multiple to 17x (16x earlier) similar to HMCL as visibility in exports improve. However given the recent run up in the stock, we retain our HOLD rating on Bajaj Auto with a TP of Rs 2900 (Rs 2750 earlier). The stock is currently trading at 20x/17.2x FY17/FY18E EPS.

Exhibit 3: Segment-wise volume estimates

	FY13	FY14	FY15	FY16	FY17E	FY18E	FY19E
Motorcycle Domestic	24,63,863	20,99,230	17,70,778	18,91,097	19,84,928	22,24,677	24,85,128
% YoY	(4.0)	(14.8)	(15.6)	6.8	5.0	12.1	11.7
Three-wheeler Domestic (incl. Qute)	2,26,131	1,86,912	2,34,345	2,54,995	2,53,147	2,90,462	3,30,308
% YoY	11.4	(17.3)	25.4	8.8	(0.7)	14.7	13.7
Motorcycle Exports	12,93,231	13,23,173	15,21,306	14,45,599	12,08,943	13,64,766	15,69,481
% YoY	2.0	2.3	15.0	(5.0)	(16.4)	12.9	15.0
Three-wheeler Exports (incl. Qute)	2,53,926	2,60,762	2,84,772	2,80,334	1,92,792	2,15,360	2,46,914
% YoY	(18.7)	2.7	9.2	(1.6)	(31.2)	11.7	14.7
<b>Total Motorcycles</b>	<b>37,57,094</b>	<b>34,22,403</b>	<b>32,92,084</b>	<b>33,36,696</b>	<b>31,93,871</b>	<b>35,89,443</b>	<b>40,54,609</b>
% YoY	(2.0)	(8.9)	(3.8)	1.4	(4.3)	12.4	13.0
<b>Total Three-wheelers (incl. Qute)</b>	<b>4,80,057</b>	<b>4,47,674</b>	<b>5,19,117</b>	<b>5,35,329</b>	<b>4,45,939</b>	<b>5,05,821</b>	<b>5,77,221</b>
% YoY	(6.8)	(6.7)	16.0	3.1	(16.7)	13.4	14.1
<b>Total Domestic</b>	<b>26,89,994</b>	<b>22,86,142</b>	<b>20,05,123</b>	<b>21,46,092</b>	<b>22,38,075</b>	<b>25,15,139</b>	<b>28,15,436</b>
% YoY	(2.9)	(15.0)	(12.3)	7.0	4.3	12.4	11.9
<b>Total Exports</b>	<b>15,47,157</b>	<b>15,83,935</b>	<b>18,06,078</b>	<b>17,25,933</b>	<b>14,01,735</b>	<b>15,80,126</b>	<b>18,16,394</b>
% YoY	(2.1)	2.4	14.0	(4.4)	(18.8)	12.7	15.0
<b>Total Volumes</b>	<b>42,37,151</b>	<b>38,70,077</b>	<b>38,11,201</b>	<b>38,72,025</b>	<b>36,39,810</b>	<b>40,95,264</b>	<b>46,31,830</b>
% YoY	(2.6)	(8.7)	(1.5)	1.6	(6.0)	12.5	13.1

Source: Company, Emkay Research

**Exhibit 4: Change in Estimates**

Rs mn	FY18E				FY19E			
	Earlier	Revised	% Change	% YoY	Earlier	Revised	% Change	% YoY
Volumes (Units)	40,97,198	40,95,264	(0.0)	12.5	46,29,108	46,31,830	0.1	13.1
Revenues	2,57,390	2,57,223	(0.1)	18.2	2,98,473	2,98,591	0.0	16.1
EBITDA	51,572	50,517	(2.0)	14.2	58,922	58,978	0.1	16.7
Margin (%)	20.0	19.6	-40 bps	-68 bps	19.7	19.8	1 bps	11 bps
Net Profit	43,701	42,952	(1.7)	12.2	49,858	49,897	0.1	16.2
FDEPS	151.0	148.4	(1.7)	12.2	172.3	172.4	0.1	16.2

Source: Company, Emkay Research

**Key Financials (Standalone)****Income Statement**

Y/E Mar (Rs mn)	FY15	FY16	FY17	FY18E	FY19E
<b>Revenue</b>	<b>2,16,120</b>	<b>2,25,865</b>	<b>2,17,667</b>	<b>2,57,223</b>	<b>2,98,591</b>
<b>Expenditure</b>	<b>1,74,452</b>	<b>1,78,046</b>	<b>1,73,443</b>	<b>2,06,706</b>	<b>2,39,613</b>
<b>EBITDA</b>	<b>41,668</b>	<b>47,819</b>	<b>44,224</b>	<b>50,517</b>	<b>58,978</b>
Depreciation	2,674	3,072	3,073	3,374	3,650
<b>EBIT</b>	<b>38,994</b>	<b>44,748</b>	<b>41,151</b>	<b>47,142</b>	<b>55,328</b>
Other Income	5,728	10,736	12,220	13,360	14,956
Interest expenses	65	11	14	6	6
<b>PBT</b>	<b>44,657</b>	<b>55,473</b>	<b>53,356</b>	<b>60,496</b>	<b>70,278</b>
Tax	12,711	16,177	15,081	17,544	20,381
Extraordinary Items	(3,809)	0	0	0	0
Minority Int./Income from Assoc.	0	0	0	0	0
<b>Reported Net Income</b>	<b>28,137</b>	<b>39,297</b>	<b>38,276</b>	<b>42,952</b>	<b>49,897</b>
<b>Adjusted PAT</b>	<b>31,946</b>	<b>39,297</b>	<b>38,276</b>	<b>42,952</b>	<b>49,897</b>

**Balance Sheet**

Y/E Mar (Rs mn)	FY15	FY16	FY17	FY18E	FY19E
Equity share capital	2,894	2,894	2,894	2,894	2,894
Reserves & surplus	1,04,028	1,20,023	1,36,292	1,53,853	1,78,358
<b>Net worth</b>	<b>1,06,922</b>	<b>1,22,917</b>	<b>1,39,186</b>	<b>1,56,746</b>	<b>1,81,252</b>
<b>Minority Interest</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Loan Funds</b>	<b>1,118</b>	<b>1,625</b>	<b>1,625</b>	<b>1,625</b>	<b>1,625</b>
Net deferred tax liability	1,416	1,883	1,883	1,883	1,883
<b>Total Liabilities</b>	<b>1,09,456</b>	<b>1,26,424</b>	<b>1,42,693</b>	<b>1,60,253</b>	<b>1,84,759</b>
<b>Net block</b>	<b>19,172</b>	<b>20,257</b>	<b>20,184</b>	<b>20,810</b>	<b>21,159</b>
<b>Investment</b>	<b>91,644</b>	<b>95,127</b>	<b>1,35,127</b>	<b>1,55,127</b>	<b>1,70,127</b>
<b>Current Assets</b>	<b>42,257</b>	<b>40,822</b>	<b>35,638</b>	<b>37,814</b>	<b>48,136</b>
Cash & bank balance	5,751	8,595	5,567	5,362	10,610
Other Current Assets	3,468	2,320	2,552	2,807	3,087
<b>Current liabilities &amp; Provision</b>	<b>46,168</b>	<b>30,304</b>	<b>48,778</b>	<b>54,019</b>	<b>55,186</b>
<b>Net current assets</b>	<b>(3,911)</b>	<b>10,518</b>	<b>(13,140)</b>	<b>(16,205)</b>	<b>(7,050)</b>
Misc. exp	0	0	0	0	0
<b>Total Assets</b>	<b>1,09,456</b>	<b>1,26,424</b>	<b>1,42,693</b>	<b>1,60,253</b>	<b>1,84,759</b>

**Cash Flow**

Y/E Mar (Rs mn)	FY15	FY16	FY17	FY18E	FY19E
<b>PBT (Ex-Other income) (NI+Dep)</b>	<b>38,929</b>	<b>44,737</b>	<b>41,137</b>	<b>47,137</b>	<b>55,322</b>
Other Non-Cash items	0	0	0	0	0
Chg in working cap	(4,217)	(11,117)	20,630	2,860	(3,908)
<b>Operating Cashflow</b>	<b>21,473</b>	<b>36,596</b>	<b>31,002</b>	<b>34,415</b>	<b>33,272</b>
Capital expenditure	(2,895)	(2,129)	(3,000)	(4,000)	(4,000)
<b>Free Cash Flow</b>	<b>18,578</b>	<b>34,467</b>	<b>28,002</b>	<b>30,415</b>	<b>29,272</b>
Investments	(6,056)	(3,483)	(40,000)	(20,000)	(15,000)
Other Investing Cash Flow	(921)	(4,346)	(1,494)	(1,968)	1,418
<b>Investing Cashflow</b>	<b>(4,143)</b>	<b>778</b>	<b>(32,275)</b>	<b>(12,608)</b>	<b>(2,626)</b>
Equity Capital Raised	0	0	0	0	0
Loans Taken / (Repaid)	541	507	0	0	0
Dividend paid (incl tax)	(16,928)	(18,621)	(22,006)	(25,392)	(25,392)
Other Financing Cash Flow	10	(16,405)	20,265	3,386	0
<b>Financing Cashflow</b>	<b>(16,442)</b>	<b>(34,530)</b>	<b>(1,755)</b>	<b>(22,012)</b>	<b>(25,398)</b>
<b>Net chg in cash</b>	<b>888</b>	<b>2,845</b>	<b>(3,028)</b>	<b>(205)</b>	<b>5,248</b>
Opening cash position	4,863	5,751	8,595	5,567	5,362
<b>Closing cash position</b>	<b>5,750</b>	<b>8,595</b>	<b>5,567</b>	<b>5,362</b>	<b>10,610</b>

Source: Company, Emkay Research

**Key Ratios**

<b>Profitability (%)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>
EBITDA Margin	19.3	21.2	20.3	19.6	19.8
EBIT Margin	18.0	19.8	18.9	18.3	18.5
Effective Tax Rate	28.5	29.2	28.3	29.0	29.0
Net Margin	14.8	17.4	17.6	16.7	16.7
ROCE	30.1	33.8	28.9	28.7	29.2
ROE	30.3	34.2	29.2	29.0	29.5
RoIC	70.2	84.0	85.6	96.1	104.6

<b>Per Share Data (Rs)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>
EPS	106.5	135.8	132.3	148.4	172.4
CEPS	119.6	146.4	142.9	160.1	185.1
BVPS	369.5	424.8	481.0	541.7	626.4
DPS	50.0	55.0	65.0	75.0	75.0

<b>Valuations (x)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>
PER	27.9	21.9	22.5	20.0	17.2
P/CEPS	24.9	20.3	20.8	18.6	16.1
P/BV	8.0	7.0	6.2	5.5	4.7
EV / Sales	3.6	3.4	3.4	2.8	2.3
EV / EBITDA	18.6	16.1	16.6	14.1	11.8
Dividend Yield (%)	1.7	1.8	2.2	2.5	2.5

<b>Gearing Ratio (x)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>
Net Debt/ Equity	(0.8)	(0.7)	(0.9)	(0.9)	(0.9)
Net Debt/EBIDTA	(2.0)	(1.9)	(2.9)	(2.9)	(2.8)
Working Cap Cycle (days)	(18.5)	(19.8)	(19.2)	(17.0)	(13.1)

<b>Growth (%)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>
Revenue	7.3	4.5	(3.6)	18.2	16.1
EBITDA	(1.9)	14.8	(7.5)	14.2	16.7
EBIT	(4.1)	14.8	(8.0)	14.6	17.4
PAT	(13.2)	39.7	(2.6)	12.2	16.2

<b>Quarterly (Rs mn)</b>	<b>Q4FY16</b>	<b>Q1FY17</b>	<b>Q2FY17</b>	<b>Q3FY17</b>	<b>Q4FY17</b>
Revenue	53,595	57,480	60,545	50,669	48,973
EBITDA	11,534	11,763	12,961	10,439	9,060
<b>EBITDA Margin (%)</b>	<b>21.5</b>	<b>20.5</b>	<b>21.4</b>	<b>20.6</b>	<b>18.5</b>
PAT	9,493	9,784	11,228	9,246	8,018
<b>EPS (Rs)</b>	<b>32.8</b>	<b>33.8</b>	<b>38.8</b>	<b>32.0</b>	<b>27.7</b>

Source: Company, Emkay Research

<b>Shareholding Pattern (%)</b>	<b>Mar-16</b>	<b>Jun-16</b>	<b>Sep-16</b>	<b>Dec-16</b>	<b>Mar-17</b>
Promoters	49.3	49.3	49.3	49.3	49.3
FIs	17.3	17.1	17.8	17.6	17.4
DIs	8.7	8.8	8.2	8.4	7.7
Public and Others	24.7	24.8	24.7	24.7	25.6

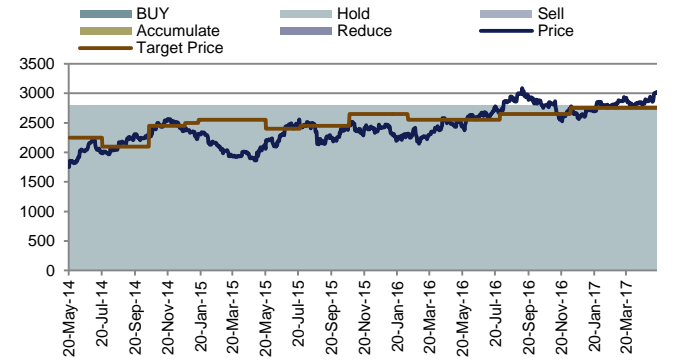
Source: Capitaline

## RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
03-Feb-17	2,808	2,750	12m	Hold	Mihir Jhaveri
31-Jan-17	2,833	2,750	12m	Hold	Mihir Jhaveri
07-Dec-16	2,699	2,750	12m	Hold	Mihir Jhaveri
28-Oct-16	2,848	2,650	12m	Hold	Bibhishan Jagtap
29-Jul-16	2,701	2,650	12m	Hold	Kaushal Maroo
27-May-16	2,559	2,550	12m	Hold	Kaushal Maroo
09-Feb-16	2,320	2,550	12m	Hold	Kaushal Maroo
26-Nov-15	2,390	2,650	12m	Hold	Kaushal Maroo
23-Oct-15	2,456	2,650	12m	Hold	Kaushal Maroo
24-Jul-15	2,438	2,450	12m	Hold	Kaushal Maroo
16-Jul-15	2,485	2,400	12m	Hold	Kaushal Maroo
21-May-15	2,202	2,400	12m	Hold	Kaushal Maroo
24-Feb-15	2,098	2,550	12m	Hold	Kaushal Maroo
16-Jan-15	2,317	2,550	12m	Hold	Kaushal Maroo
22-Dec-14	2,371	2,500	12m	Hold	Kaushal Maroo
16-Oct-14	2,262	2,450	12m	Hold	Kaushal Maroo
21-Jul-14	1,982	2,100	12m	Hold	Kaushal Maroo
21-May-14	1,837	2,250	12m	Hold	Kaushal Maroo
20-May-14	1,749	2,150	12m	Hold	Kaushal Maroo

Source: Company, Emkay Research

## RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research



## Emkay Rating Distribution

BUY	Expected total return (%) (Stock price appreciation and dividend yield) of over 25% within the next 12-18 months.
ACCUMULATE	Expected total return (%) (Stock price appreciation and dividend yield) of over 10% within the next 12-18 months.
HOLD	Expected total return (%) (Stock price appreciation and dividend yield) of upto 10% within the next 12-18 months.
REDUCE	Expected total return (%) (Stock price depreciation) of upto (-) 10% within the next 12-18 months.
SELL	The stock is believed to underperform the broad market indices or its related universe within the next 12-18 months.

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